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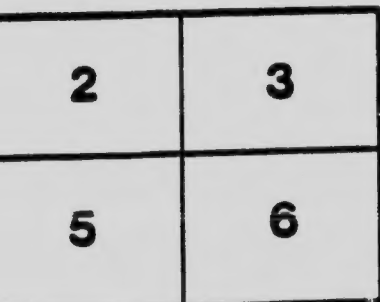
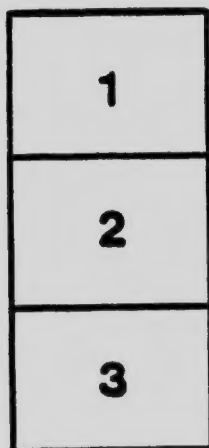
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HOME AND BRITISH MARKETS FOR CANADA!

Free Trade Means an Inlet as well as an Outlet— Protection Means Partnership in Prosperity.

This is a time of progressiveness in the life of Canada and "Advancement" is the keystone of all popular policies. But it is also a time when caution and foresight are to be valued highest.

It is only fair to assume that no one in Canada knows the conditions of farming and the facts concerning markets and comparative prices so clearly and accurately as the practical farmer. Nor is any class so qualified to judge what free trade in natural products will or will not do for the great industry of agriculture.

An Unheard-of Benefit.

When the Canadian farmer speaks of the benefits to be derived from the Fielding-Patterson trade arrangement between Canada and the United States, he brings forward an expectation that was scarcely heard-of before the Cabinet Ministers made their announcement in the House of Commons last January. Sir Wilfrid Laurier's own voice in 1897 declared Reciprocity an issue dead and buried. Following that utterance only an occasional and unofficial mention was heard throughout the Dominion, advocating a bargain with Uncle Sam down to the time that the Western delegation paid their visit to Ottawa. Prosperity reigned everywhere; field and factory were turning over big profits to the owner and high wages to the employee. It was the beginning of a golden age for Canada, and with every year's onward march the courage and optimism and self-reliance of the country became stronger and more triumphant.

The Secret of Canada's Success.

Home markets and British markets—and no tariff concession to Uncle Sam! That was the simple rule by which Canada has leaped forward from puny and impoverished beginnings to her present magnitude and wealth. No other factor contributed to this nation's remarkable growth a fraction of the stimulus that is due to the policy of independence. It is to be found on every page of recent history that when bargain hunting at Washington was abandoned by the Federal Government, the prosperity of this Dominion advanced until, to-day, the Canadian farmer and artisan are the best rewarded citizens in all America. That fact is backed up by any table of comparative statistics that can be produced.

What the Thinking Farmer Sees.

The thinking farmer of the Dominion, who has scanned both sides of the question, finds himself against this hard-fisted fact:

"Free trade means freedom two ways; going and coming. An outlet for Canada's surplus farm produce means something else. It means an inlet to Canada from the United States. And if the American farmer can unload 33 million dollars worth of his products on the Canadian market in 1910, in spite of a heavy Customs duty, how much will he unload when that duty is abolished? How much? The question is worth asking over and over. For, from the viewpoint of the farmer's interests under any free trade agreement damaging answer to that query is really the crux of the situation. President Taft, probably the most capable student of the reciprocity arrangement on this continent, has plainly stated that if the agreement is ratified United States farmers will ship more foodstuffs to Canada than Canadian farmers will ship to the United States. Such words have but one meaning—disaster to the home farmer. There is no



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other interpretation possible, although Canadian advocates of reciprocity would give a great deal to stop the President's frank speeches. He has really done more to set Canadian farmers thinking of their imperilled position than any other agency, for it is he who displays the reverse side to the free trade sign-board. Where Laurier offers the farmer an "outlet," the plain-spoken Taft offers his farmers only an "inlet." "An opportunity not to be lost," asserts Sir Wilfrid. "A great benefit and impetus to our own producers," declares the President. Which is more nearly correct in his estimate of results? Laurier or Taft? "At least," argues the Canadian agriculturist as he ponders over this curious enigma, "I refuse to run any risks with the safety of my property or the future of my country. Where such eminent doctors of trade politics disagree, it were best to find the truth for myself."

The Meaning of a Home Market.

And so he starts on his journey of investigation with practically one main question which he must answer to his own satisfaction:

Does the home market mean more to me than a foreign one?

First of all, what does the "Home Market" exactly mean? It means the opportunity to supply at least seven millions of thriving people. It means that such trade shall contribute directly to the prosperity of Canada, without ruinous interference from foreign producers. It means the political control of conditions under which one's business is conducted. It means the limitless opportunity of the British markets. It means safety and progress.

Lastly and most emphatically it means higher prices for farm produce.

It is inconceivable, on any sound business grounds, that by admitting a well-stocked rival to trade in our own territory on equal footing, prices are to be raised or even retained. It is equally inconceivable that against a nation of thirty million farmers, long practiced in the arts of farming and having every advantage that a magnificent climate can give their crops, a comparative "handful" of Canadian competitors can wage a successful war.

The Americans Know a Good Thing.

When has it ever been demonstrated that the markets of the United States have made any call upon Canadian products? Only when it suited political misrepresentation.

On the other hand the high prices of the Canadian towns and cities and of the British purchaser have persuaded the hard headed American farmer to send into Canada against his Canadian rival the following list in 1910:—

From the U. S. Farms to Canada in 1910.

Living Animals	\$ 2,416,207
Grain	17,536,433
Breadstuffs	933,095
Provisions, Vegetables, Potatoes and Fruit....	6,458,101
Seeds	1,039,021
Hops and Jute	431,009
Hay, Oilcake, Hides, Skins and Oils	4,941,877

TOTAL.....\$33,755,743

Does that look like a lower price for farm products in Canada?

But, someone replies, there was probably an over-supply in grain, provisions, vegetables, and so forth.

Higher Prices Here.

Well, if that is the truth, what chance will Canadian produce have in a market already congested and helpless? The fact of the matter is, however, that the American was drawn across the border into the Dominion not only by his native over-production but by the attraction of higher prices here. Against the heavy odds of a customs duty, he puts over the boundary line every year nearly 34 million dollars worth of his products into the Canadian farmers' protected home market. Does it take any very profound knowledge of trade currents to show what will occur when all duties are swept away? It must be transparent to the eyes of every farmer in this Dominion that his need of protection against an alert and ambitious neighbor is quite as acute as that of any other industrial worker in the city or town.

Domestic Consumption Unsupplied.

It has been said by "Free Trade Millenium" prophets that the Canadian farmer needs "A wider market"; meaning more opportunities for advantageous sales of goods. The cry is "catchy," if deceiving. It is perfectly true that a wider market is the only remedy where the output exceeds the domestic consumption. In that case a market must either be secured or production curtailed.

But in Canada the Canadian farmer has not produced, and cannot produce enough in many lines to meet the home consumption.

Even with the enormous growth of the West, the spread of the agricultural area, the increase in the farming class owing to immigration, Canada's total farm produce does not keep pace with the hungry mouths in our populous industrial centres.

It is the excess of our demand over our supply, due to the enormous growth in manufacturing communities, that makes this nation's markets so attractive to Uncle Sam's farmers that they send in 34 million dollars worth of foodstuffs annually.

The Vital Question.

In view of such facts every farmer in Canada should apply to his own case the question:—

"Will I exchange my present buyer, who will take more than I can grow, for a stranger who is always overstocked and in many lines under-priced?"

To-day Versus To-morrow.

To-day, the home farmer has himself and his fellow countryman to consult in establishing the standard at which he sells. To-morrow—if reciprocity wins the fight—he must enlarge that circle to include the uttermost ends of the earth, the Argentine wheat king equally with the Dakota rival—all seeking the Dominion's markets—those markets that to some may seem unimportant beside the pot of gold resting at the base of the free trade rainbow.

A country that can spare so much food for consumption abroad as the United States has no great hungry void waiting to be filled by Canadian farmers. It is calculated that the Canadian provinces lying east of Lake Superior annually consume 20 million bushels of prairie wheat, all of which comes from Manitoba, Saskatchewan and Alberta. Under the free trade agreement this would unquestionably come from the United States, through such milling centres as St. Louis and Minneapolis, to which the Western millers declare forcefully that they are going to divert the bulk of Canadian wheat when the duties are done away with.

Eastern Canada and Eastern States.

It has been proved over and over on both sides of the line that farm lands are worth less in the Eastern half of the United States than in the Eastern half of Canada, and that farm stuff brings less in New York State than in Ontario. Under such conditions how is access to the American market going to help the Canadian farmer? Is Buffalo and surrounding territory afraid of the injury to its farmers? In the Buffalo "Times" we read: "Buffalo expects to receive a great benefit and impetus if reciprocity goes into effect." Of course it does, and at the expense of Welland, St. Catharines, Hamilton and Toronto, and every foot of arable land that lies between. The same situation faces every Canadian city, town or village supporting a consuming population, and every farm good enough to grow a crop. The delight of nearly every class of workers in the United States, with the exception of a few political cliques and class factions is not to be mistaken as an anthem of joy over Canada's future, but rather as the cry of a victor contemplating a new conquest. Uncle Sam's genius for "putting over" a shrewd business deal is never shown better than when he pleads for free trade in farm produce. Not that he wants the produce, but he does want access to the prize he has so long coveted, the vast natural riches, the high markets, and the stable demand for which the Dominion of Canada is noted far and wide.

Partners in Prosperity.

But the preservation of the home market means more than excluding the cheap influx of United States goods. It means the steadfast loyalty and support of the principle that links the farm and the factory as joint partners in the prosperity and progress of Canada. It means recognition of the plain fact that a good consumer at home is worth two uncertain ones elsewhere. It means that the Canadian farmer is no less the patron and supporter of the Canadian factory than the factory is of the farmer. Without the tens of thousands of men, women and children directly dependent on thriving Canadian industries for their subsistence, the eighty per cent. of our total farm production used at home every year would be thrown back upon the farmer's hands, a glut on the market.

Fortunately, sentiment throughout this Dominion now recognizes the essential unity of all branches of the country's commerce. The factory owner no longer regards his eminence as the full measure of Canada's greatness. The agriculturist in turn has found that the home market stands or falls by the industrial growth of the cities, towns and villages.

The workingmen enjoying the fruits of a moderate protection have utterly repudiated the idea of free trade. A series of genuine test votes taken in scores of Canadian cities and towns have proved that the workingmen turn down free trade by four to one. Scarcely a single exception has yet come to light. They have had all sides of the tariff question placed before them. Their deliberate honest judgment is that it is not the policy to build up Canada.

A Common Cause.

And that judgment must be and will be recorded by the men who have given their strength to the development of our great farming industry from Coast to Coast. The cause is a common one. With all parties and factions there can be no question of genuine patriotism. But in the light of a business proposition is the home market that has been cultivated and broadened since the dawn of Canada's history, to be made a present to Uncle Sam in 1911? Is the day arrived when solid fact is to be tossed aside for a gilded speculation?

